

FACE 2FACE

WITH
Nick Brereton
CEO
Brereton Architects
San Francisco, CA



**“Marshall has
a way of
going right
for the top.
And actually
getting
through.”**



breretonArchitects

For 25 years, Brereton Architects has continued to be a leading architecture, planning and design firm in the Bay Area. Specializing in commercial offices, medical and sports facilities, Brereton consistently creates environments that serve the precise needs of each project. The firm's dedication to collaborative open-minded thinking enriches both clients and the communities around them.

“Our work appeals to a broad spectrum of companies. And the Bay Area is filled with very large companies we'd like to work for. Including Fortune 1000 companies. Along with sizable firms in the financial, development and project management sectors.”

Starting at the top. “The Marshall approach is to go right for the key decision-maker and work down. Not to work from the bottom up. They also have a way of getting people to drop their guard. As a result, we've had interviews with prospects that never would have met with us. Companies where we didn't know a soul.”

Followup is everything. “When you're busy, that's really the time you need to mine for additional work. And the worst thing you can do is not follow up. It definitely sends the wrong message. Marshall provides that measure of persistence we need. Which also enables us to stay focused on our client-driven priorities.”

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